

DINE IN

LIBST★R

2025 INTERIM RESULTS

SIX MONTHS ENDED 30 JUNE 2025















PRESENTATION





OVERVIEW OF RESULTS & STRATEGIC PROGRESS



FINANCIAL REVIEW



CATEGORY PERFORMANCE



H2 FOCUS AREAS



GROUP OUTLOOK



QUALITY BRANDS

GREAT **FOOD**

SPECIAL MOMENTS





12MM FOOD EXCL. STAPLES VALUE TRENDED GROWTH



Source: Ask'd Grocery Trends, 12MM Ending June 2025

Meaningful progress continues with execution of strategic focus areas:

Increased focus on Growth

Improved operational & financial momentum

 Driven by customer & channel growth, ongoing operating model & portfolio simplification

> Strategic Objective

To deliver sustainable, profitable growth & stakeholder value.

KEY THEMES – H1 2025 FOCUS

SIMPLIFY



Portfolio & Operating Model

 Streamlining portfolio to focus on value-added food categories

GROW



Categories, Channels & People

Accelerating earnings momentum & creating long-term stakeholder value

SUSTAIN



Operations & Cash Flows

 Embedding sustainability as a core business practice across operations



SIMPLIFY

Ongoing portfolio rationalisation

 Strategic intent to focus on value-added food categories continues

Portfolio Composition

Operating Model

Wet Condiments

- Shared-service functional structure implemented
- Stronger trading, customer development & procurement

Integration of Meal Ingredients (Retail), Snacks & Spreads

Progressed in line with schedule during H1 2025



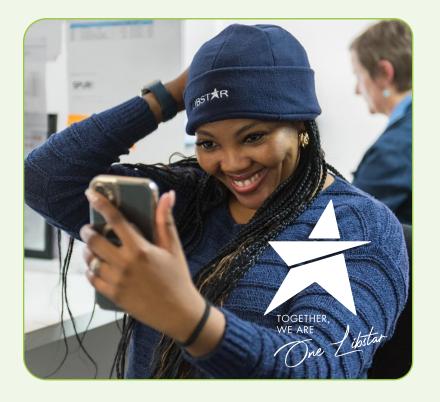


GROW



Continued implementation of One Libstar high-performance culture programme

- Focus on improvements in performance management processes & ways of working
- Strong emphasis on upholding value, customer & brand promises
- Launch of 12-month Leadership programme
 focus on succession, training & upskilling





GROW

Ambient Products

REVENUE GROWTH

6.0%

GROSS PROFIT MARGIN

26.7%

(H1 2024: **25.2%**)

NORMALISED EBITDA GROWTH

10.6%

Wet Condiments

Revenue growth supported by:

 Growth in own-branded & private label sauces, pesto's & vinegars

Improved contract manufacturing demand

- Sustained improvement in baking aids distribution
- Enhanced service levels across the Retail channel

REVENUE GROWTH 16.8%

Dry Condiments

- Momentum driven by international retail listings across multiple geographies
- Export growth in own-branded spices, seasonings & sauces

Meal Ingredients & Baking

Resilient Food Service channel demand, particularly for wraps in quick service restaurants



GROW

Perishable Products

7.6%

GROSS PROFIT MARGIN

16.0%

(H1 2024: **15.6%**)

NORMALISED EBITDA GROWTH

4.0%

Dairy

- Lancewood retail brand market share gains & volume growth in the core categories of cheese, butter & yoghurt
- Balanced supply-demand dynamic in milk procurement, which aided inventory levels
- Under-recovered production costs as production was lowered in favour of selling down existing inventory
- Dairy margins expected to improve further in H2

LANCEWOOD

MARKET SHARE GROWTH

1.3%

CORE VOLUME GROWTH

2.3%

Value-added Meats

 Strong demand for fresh & frozen chicken products in Retail and Food Service channels SALES GROWTH 10.3%

Fresh Mushrooms

Improve production yields in Gauteng facility

SALES GROWTH 7.6%

^{*} Market share growth in total cheese category



SUSTAIN

Operations, Cash Flows & Business Practices

Stronger Balance Sheet NET WORKING CAPITAL 17.6%

(H1 2024: **18.0%**)

CASH CONVERSION

110.1%

(H1 2024: **57.2%**)

REDUCED GEARING

1.3x

(H1 2024: **1.6x**)

INTEREST COVER

5.7x

(H1 2024: **5.1x**)

Sustainable Operations & Business Practices

- Focus on increasing use of green energy alternatives
 - · Continued work with landlords for solar installations at facilities
 - Investigation of wheeling arrangements
- Effluent treatment & water recovery project at Lancewood
- Implemented further Group procurement opportunities

SUMMARISED RESULTS H1 2025

REVENUE GROWTH

+6.7%

(Volume +4.1% Price/mix +2.6%) #

GROSS PROFIT MARGIN

21.6%

(H1 2024: 20.7%)

NORMALISED EBITDA increase ^

+7.5%

(H1 2025: R465 m)

NORMALISED HEPS increase ^

+15.4%

(H1 2025: 23.2 cps)

BASIC HEPS increase*

+23.7%

(H1 2025: 16.7 cps)

GEARING RATIO

1.3x

(H1 2024: 1.6x)

CASH CONVERSION

110.1%

(H1 2024: 57.2%)

ADJUSTED ROIC

9.1%

(H1 2024: 9.6%)

[#] Group volumes are shown after adjustments for extraordinary items

[^] Normalised EBIT/EBITDA & Normalised EPS/HEPS from continuing operations, excludes non-recurring, non-trading & non-cash items

^{*} From continuing operations

NEW PRODUCT Innovations







































21 AWARDS

2025 has been an award-winning year so far 21 awards and counting...









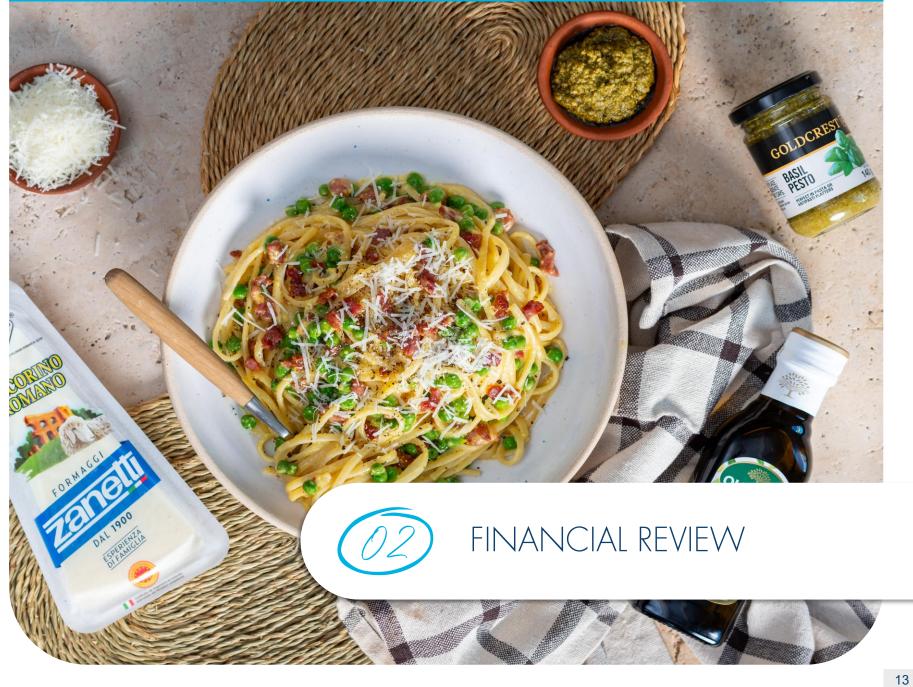




QUALITY BRANDS

GREAT **FOOD**

SPECIAL MOMENTS



INCOME STATEMENT - SNAPSHOT

(R'm)	H1 2025	Change	H1 2024 *
Revenue	5 958.1	+6.7%	5 585.3
Gross profit margin (%)	21.6%	+0.9pp	20.7%
Other income	8.9		7.0
Gain on foreign exchange	10.7		11.0
Capital items	-12.2		1.1
Operating expenses	-1 066.2	+9.4%	-974.8
Margin	-17.9%		-17.5%
Operating profit	230.8	+14.6%	201.4
Margin	3.9%		3.6%
Normalised operating profit	296.3	+16.7%	253.9
Margin	5.0%		4.5%
Normalised EBITDA	464.6	+7.5%	432.3
Margin	7.8%		7.7%
Net finance cost	-99.8	+7.0%	-93.3
Profit before tax	131.0	+21.2%	108.1
Income tax	-40.2		-27.1
Effective tax rate	30.7%		25.1%
Profit after tax	90.8	+12.1%	81.0

^{*} Restated for prior period error corrections. The comparative profit or loss is further restated to present Chet Chemicals as a discontinued operation and to present capital items separately from other income, other gains and operating expenses.

FINANCIAL POSITION - WORKING CAPITAL & CAPEX

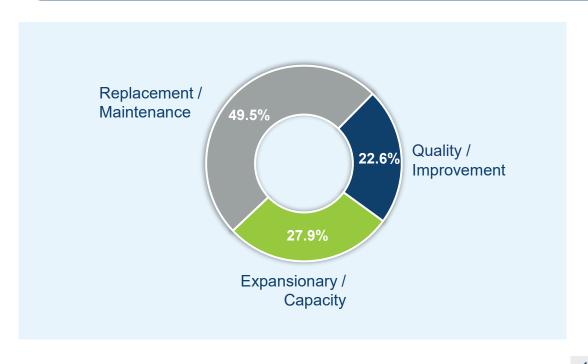
NET WORKING CAPITAL (NWC) DAYS IMPROVED BY 1 DAY TO 68

	H1 2025	H1 2024^	2024^
NWC (days)	68	69	73
NWC (% of revenue)	17.6%	18.0%	19.1%

- NWC improvement was impacted by:
 - Trade creditors' days increase of 2 days
 - Trade debtors' days decrease of 2 days
 - Inventory days increase of 3 days, driven by increased stockholdings in Dry Condiments, which was offset by reductions in the Dairy sub-category
- The Group target range remains 16% 18%
 - Projects underway to reduce inventory holding of bulk tea & spice inventories

	H1 2025	Change	H1 2024
Total Capex	R83.7m	+4.1%	R80.4m
Capex % of revenue	1.4%		1.4%

CONTRIBUTION TO TOTAL CAPEX



^ From continuing operations

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KEY FINANCIAL RATIOS

	H1 2025	H1 2024	2024	Targets
Gearing ratio	1.3	1.6	1.5	<2.0
Interest cover	5.7	5.1	5.4	>3.5
ROIC	9.1%	9.6%	8.6%	>WACC

CASH CONVERSION RATIO IMPROVED & ABOVE TARGET



QUALITY BRANDS

GREAT **FOOD**

SPECIAL MOMENTS



* Continuing Operations



Ambient Products

50% of Group revenue

Highlights

- Strong performance of Wet Condiment offerings
- Retail volume growth of 7.5%
- Improved gross profit margin, driven by:
 - Production efficiencies in Wet Condiments as a result of improved volumes; &
 - Growth in own-branded products in Dry Condiments

Challenges

- Margin pressure in Snacking
- Capacity constraints of bulk vinegar to the Industrial channel
- Reduced volumes of private label products to discount retailers in the Exports channel

Category performance	Volume^	Price/mix	H1 2025	Change	H1 2024
Revenue (R'm)	+8.9%	-2.9%	2 949.5	+6.0%	2 782.7
Gross profit margin %			26.7%	+1.5pp	25.2%
Normalised EBITDA (R'm)			343.8	+10.6%	311.0
EBITDA margin %			11.7%	+0.5pp	11.2%
RONA %*			17.7%	+1.1pp	16.6%

^{*} Normalised EBIT x (1-27%)/(NWC + Lease Assets + PPE)

[^] Excluding extraordinary beverages and bulk vinegar sales volumes

Ambient Products

Sub-category	Revenue YoY	EBITDA YoY	Comments
Wet Condiments	+16.8%	+124.4%	 Strong demand in Retail & Industrial channels sauces
Meal Ingredients, Snacks & Spreads	+2.1%	-13.8%	Volume growth in Retail & Food Service channelsMargin pressure in Snacking
Dry Condiments	-2.0%	+4.9%	 Lower export volumes, improved mix New own branded listings in the Exports channel
Baking	+11.3%	-8.3%	Strong Food Service performanceProduction inefficiencies
TOTAL	+6.0%	+10.6%	

Perishable Products

49% of Group revenue

Highlights

- Volume sales of core Dairy category items (cheese, butter & yoghurt) increased by 2.3%
- Lancewood Retail brand market share gain of 1.3% in total cheese category
- Value-added Meats sales growth of 12.2% in the Retail channel

Challenges

- Lower retail fresh milk & industrial whey powder volumes in the Dairy sub-category
- On-sale of unprocessed raw milk impacted margins in the Dairy sub-category
- Fresh Mushrooms remains loss-making

Category performance	Volume^	Price/mix	H1 2025	Change	H1 2024
Revenue (R'm)	-0.4%	+8.0%	2 932.4	+7.6%	2 726.4
Gross profit margin %			16.0%	+0.4pp	15.6%
Normalised EBITDA (R'm)			165.6	+4.0%	159.3
EBITDA margin %			5.6%	-0.2pp	5.8%
RONA %*			9.0%	-1.1pp	10.1%

^{*} Normalised EBIT x (1-27%)/(NWC + Lease Assets + PPE)

[^] Excluding extraordinary raw milk sale volumes

Perishable Products

Sub-category	Revenue YoY	EBITDA YoY	Comments
Dairy	+6.4%	-4.2%	 Weak demand, margin pressure & the impact of foot & mouth disease
Value-added Meats	+10.3%	+13.9%	Increased value-added chicken volumes
Convenience Meals	+1.9%	-12.9%	 Strong retail sales growth, offset by increased operational costs (timing)
Fresh Mushrooms	+7.6%	+42.7%	Improved yields in Gauteng (Deodar) facility
TOTAL	+7.6%	+4.0%	

Household & Personal Care

1% of Group revenue

Revenue by channel	H1 2025	Contribution
Retail & Wholesale	-0.1%	94.9%
Industrial & Contract Manufacturing	-3.1%	3.0%
Exports	+5.1%	2.1%
Category revenue	-0.1%	100.0%

Category performance	Volume	Price/mix	H1 2025	Change	H1 2024
Revenue (R'm)	+4.0%	-4.1%	76.1	-0.1%	76.2
Gross profit margin %			34.4%	+3.8pp	30.6%
Normalised EBITDA (R'm)			4.2	-32.7%	6.2
EBITDA margin %			5.5%	-2.6pp	8.1%
RONA %*			-3.5%	-9.6pp	5.5%

^{*} Normalised EBIT x (1-27%)/(NWC + Lease Assets + PPE)

QUALITY BRANDS

GREAT **FOOD**

SPECIAL MOMENTS







Simplify (Portfolio and Operating Model)

- Closure of Denny Cape Town (Phesantekraal) facility
- Exit shareholding in Umatie (Baby food)
- Site integration in Wet Condiments
- Divestment from remaining HPC division, Contactim remains a priority primary focus on improving sustainable performance
- Meal Ingredients, Snacking & Spreads integrated into one sub-category

Ambient Products

Dry Condiments

**CapeHerb&Spice



Meal Ingredients, Snacking & Spreads







Wet Condiments





Baking





Perishable Products

Dairy

LANCEWOOD°

Fresh Mushrooms



Value-added Meats



Convenience Meals





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Household & Personal Care





Grow

- Drive growth in Value-added Meats sub-category through innovation & premium offerings
- Expand Exports & Food Service channels with targeted offerings
- Support Retail & Wholesale growth through focused innovation & promotional activity
- Leadership & succession programmes to enhance future-fit capabilities
- Focused innovation, brand building, targeted consumer education,
 & promotional support



Sustain

- Execute procurement & ESG initiatives
- Navigate trade & regulatory shifts in export markets

New Grincipal Brands

















VALUE UNLOCK

- Value unlock for stakeholders announced 18 March 2025
- Cautionary announcement
 - Non-binding expressions of interest (EOI's) received
 - Potential acquisition of all Libstar securities in issue
 - No certainty of a binding offer







QUALITY BRANDS

GREAT **FOOD**

SPECIAL MOMENTS



MACRO FACTORS

Consumer pressure remains high despite some improving indicators

Global volatility from trade tensions & geopolitical uncertainty

Elevated input & logistics costs impacting margins

RESPONSE



Operational efficiencies prioritised across manufacturing



Accelerate innovation to meet evolving consumer needs & reinforce price-value relevance



Adapt to regulatory shifts, trade barriers & currency fluctuations



Strengthen supply chain agility & sourcing resilience



Invest in people, sustainability & digital capabilities

QUALITY BRANDS

GREAT **FOOD**

SPECIAL **MOMENTS**

Thank You



SUPPORTING DATA

INCOME STATEMENT

BALANCE SHEET

CASH FLOW STATEMENT

CATEGORY CONTRIBUTIONS





INCOME STATEMENT RECONCILIATION

Reconciliation between Normalised EBITDA, Normalised earnings & Normalised headline earnings

(R'm)	H1 2025	Change	H1 2024
Normalised EBITDA	464.6	7.5%	432.3
Less:			
Depreciation & Amortisation	-168.4		-178.3
Net finance cost	-99.8		-93.3
Impairments	-15.2		-
Taxation & the tax effect of normalisation adjustments	-51.6		-40.4
(Profit)/loss on non-controlling interest	-0.2		0.1
Normalised earnings	129.4	7.5%	120.4
Impairments (after tax)	10.5		-
Gain on disposal of property, plant & equipment (after tax)	-1.5		-0.8
Normalised headline earnings	138.4	15.7%	119.6



INCOME STATEMENT - NORMALISED EPS & HEPS

	H1 2025	Change	H1 2024
Normalised earnings (R'm)	129.4	+7.5%	120.4
Normalised headline earnings (R'm)	138.4	+15.7%	119.6
WANOS (million)	595.8		595.8
Normalised EPS (cps)	21.7	+7.4%	20.2
Normalised HEPS (cps)	23.2	+15.4%	20.1



CHANNEL PERFORMANCE

YoY change

Revenue by sales channel	H1 2025	Volume ^	Price/ mix
Retail & Wholesale	+4.9%	+2.6%	+2.3%
Food Service	+5.3%	+7.6%	-2.3%
Exports	+0.4%	-6.6%	+7.0%
Industrial & Contract Manufacturing	+24.4%	+10.8%	+13.6%
Total Group	+6.7%	+4.1%	+2.6%





Ambient Products

Revenue by channel	H1 2025	Contribution
Retail & Wholesale	+2.6%	53.6%
Exports	-1.2%	16.7%
Food Service	+15.1%	14.4%
Industrial & Contract Manufacturing	+20.4%	15.3%
Category revenue	+6.0%	100.0%

Perishable Products

Revenue by channel	H1 2025	Contribution
Retail & Wholesale	+7.4%	58.7%
Food Service	+0.4%	25.7%
Industrial & Contract Manufacturing	+30.9%	10.9%
Exports	+6.3%	4.7%
Category revenue	+7.6%	100.0%

SUPPORTING DATA

INCOME STATEMENT

BALANCE SHEET

CASH FLOW STATEMENT

CATEGORY CONTRIBUTIONS

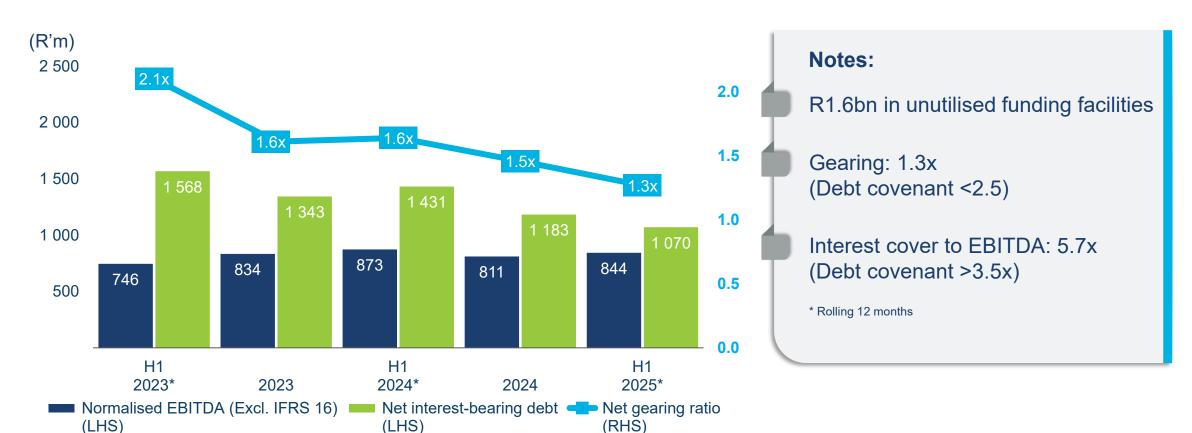




SUPPORTING DATA

FINANCIAL POSITION - SNAPSHOT

R'm	H1 2025	H1 2024
Non-current assets	4 720.7	5 479.9
Property, plant & equipment	1 515.4	1 686.1
Right-of-use-assets	516.5	466.4
Other non-current assets	2 688.8	3 327.4
Current assets	4 390.0	4 278.1
Total assets	9 110.7	9 758.1
Equity	4 887.5	5 285.6
Non-current liabilities	2 237.7	2 306.5
Other financial liabilities	1 228.7	1 269.5
Lease liabilities	560.7	528.0
Other non-current liabilities	448.3	509.1
Current liabilities	1 985.5	2 166.0
Total equity & liabilities	9 110.7	9 758.1



Sufficient headroom for bolt-on or stand-alone acquisition opportunities to enable further category/ sub-category diversification and/or new channels & markets



NET DEBT STRUCTURE

	Facility (R'm)	Maturity date	Rate 3M JIBAR margin	H1 2025 Utilised	H1 2024 Utilised
Debt structure					
Facility A	1 000	Dec-26	1.70%	1 000	1 000
Facility B	150	Dec-26	1.60%	70	150
Facility C	200	Dec-26	1.65%	-	80
Facility D	350	Dec-26	1.70%	-	-
Total term loans				1 070	1 230
Vehicle & Asset finance facility	650	N/A	Prime less 1.4 pp	240	297
Total debt				1 310	1 527
Overdraft facility				200	200
Less cash				-440	-296
Net debt				1 070	1 431

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SUPPORTING DATA

INCOME STATEMENT

BALANCE SHEET

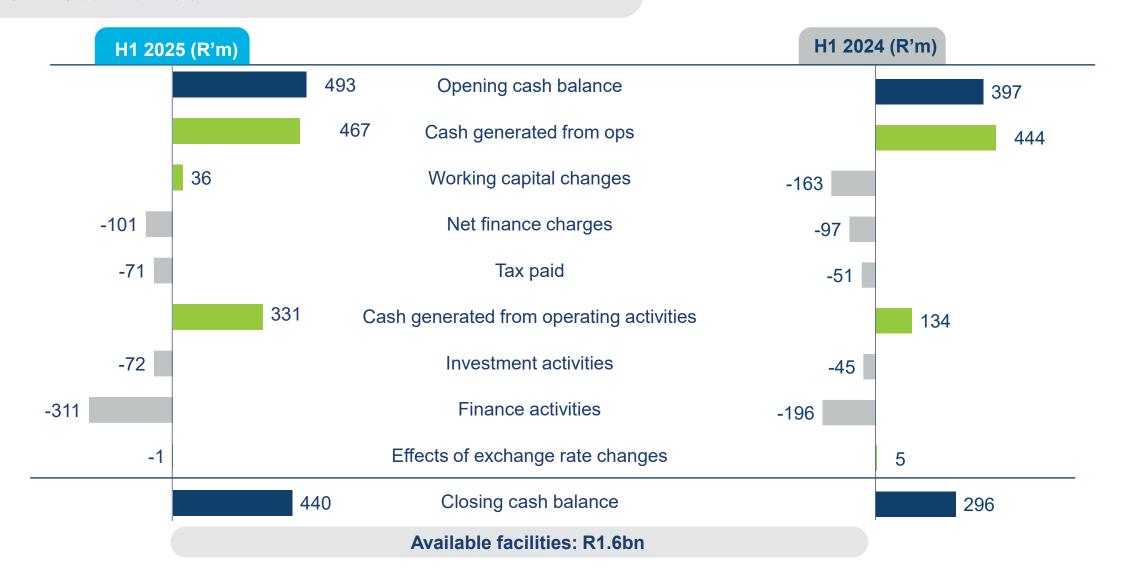
CASH FLOW STATEMENT

CATEGORY CONTRIBUTIONS



CASH FLOW

CASH FLOW ANALYSIS





SUPPORTING DATA

BREAKDOWN OF CASH FLOW INVESTING & FINANCING ACTIVITIES

R'm	H1 2025	H1 2024
Net investing activities	-71.8	-44.7
Purchase of PPE	-76.2	-51.0
Sale of PPE	+4.4	+6.0
Insurance proceeds	-	+0.3
Net financing activities	-310.8	-195.5
Lease payments	-47.2	-56.7
Net movement from term loans & asset-based financing	-174.2	-49.4
Dividend paid	-89.4	-89.4

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SUPPORTING DATA

INCOME STATEMENT

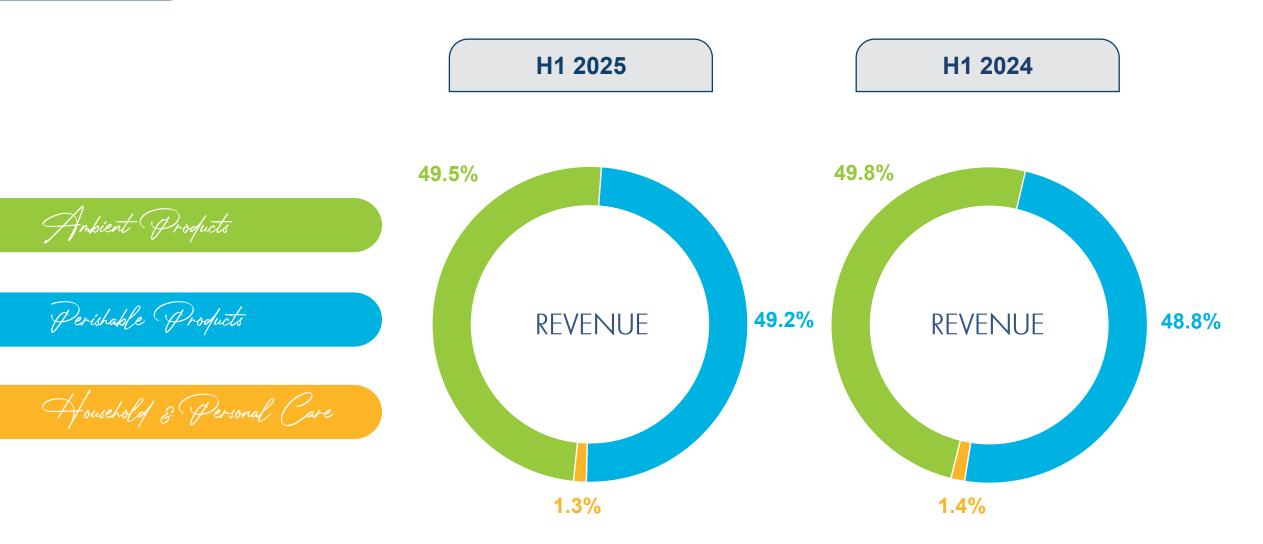
BALANCE SHEET

CASH FLOW STATEMENT

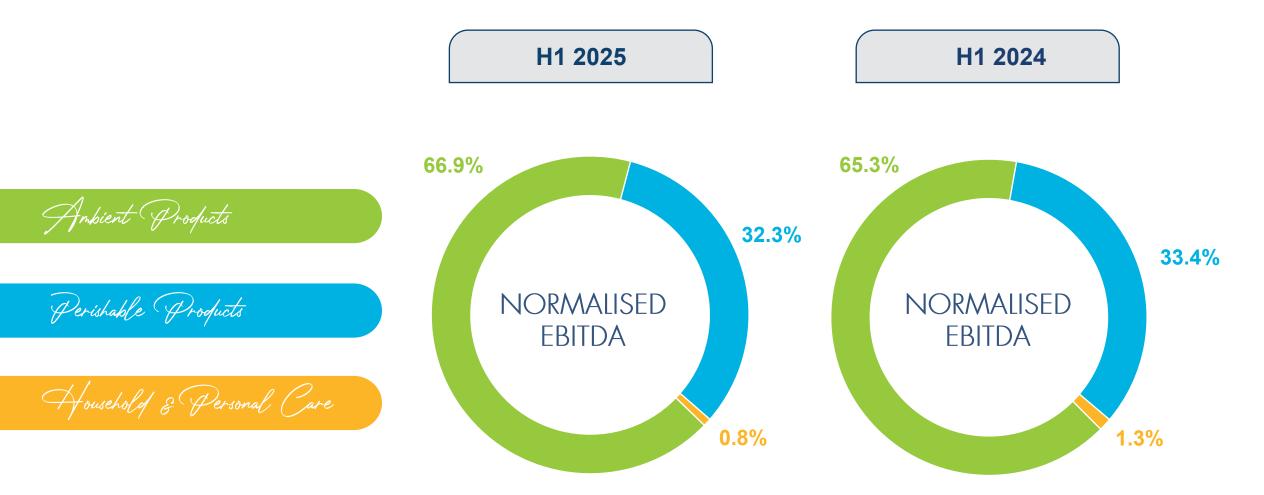
CATEGORY CONTRIBUTIONS



CATEGORY REVENUE CONTRIBUTIONS



CATEGORY NORMALISED EBITDA* CONTRIBUTIONS



^{*} Before allocation of corporate costs

BUSINESS UNIT CONTRIBUTION TO EBITDA



Weighted contribution to change in Normalised EBITDA

Wet Condiments	+17.4%	
Dry Condiments	+1.1%	100% of category
Baking	-1.4%	EBITDA
Meal Ingredients, Snacking & Spreads	-6.2%	
Beverages	-0.3%	
Total	+10.6%	

BUSINESS UNIT CONTRIBUTION TO EBITDA

Perishable Products

Weighted contribution to change in Normalised EBITDA

Dairy	-3.4%
Value-added Meats	+3.5%
Convenience Meals	-0.4%
Fresh Mushrooms	+4.3%
Total	+4.0%

100% of category EBITDA

BUSINESS UNIT CONTRIBUTION TO EBITDA



Weighted contribution to change in Normalised EBITDA

HPC	-32.7%	100% of category EBITDA
Total	-32.7%	

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DISCLAIMER

Certain matters discussed in this document regarding Libstar's future performance, that are neither reported financial results nor other historical information but involve known and unknown risks based on assumptions regarding the group's present and future business strategies and the environments in which it operates now and in the future and uncertainties which relate to events and depend on circumstances that will occur in the future. These matters are regarded as 'forward-looking statements'. They involve and include initiatives and the pace of execution thereon and any number of economic or geopolitical conditions, including factors which are in some cases beyond management's control and which may cause the actual results, performance or achievements of the group, or its industry, to be materially different from any results, performance or achievement expressed or implied by such forward-looking statements. They furthermore involve and include, without limitation, the group's ability to successfully control costs and execute on and achieve the expected benefits from operational and strategic initiatives, the availability of necessary skilled staff, disruptions impacting the execution of the group's strategy and business, including regional instability, violence (including terrorist activities), cybersecurity events and related costs and impact of any disruption in business, political activities or events, weather conditions that may affect the group's ability to execute on its contracts, adverse publicity regarding the group, initiatives of competitors, objectives to compete in the market and to improve financial performance, all forward-looking financial numbers and statements, currency translation, macroeconomic conditions, growth opportunities, contributions to pension plans, ongoing or planned real estate, ongoing or planned contracts and investments and future capital expenditures, acquisitions, divestitures, financial conditions, dividend policy and prospects, the effects of regulation of the group's

Forward-looking statements are sometimes, but not always, identified by their use of a date in the future or such words as 'will', 'may', 'anticipates', 'aims', 'could', 'should', 'expects', 'believes', 'intends', 'plans', 'targets, 'estimate', 'project', 'potential', 'goal', 'strategy', 'seek', 'endeavour', 'forecast', 'assume', 'positioned', 'risk' and similar expressions and variations of such words and similar expressions.

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